

Liquor Market Review

Fiscal 2022/23 Q1

June 2022



**LIQUOR
DISTRIBUTION
BRANCH**

Table of Contents

Introduction	3
Beer Sales (Net \$)	4
Beer Sales (Litres)	6
Refreshment Beverages Sales (Net \$)	8
Refreshment Beverages Sales (Litres)	10
Spirits Sales (Net \$)	12
Spirits Sales (Litres)	16
Wine Sales (Net \$)	20
Wine Sales (Litres)	26
Glossary	32

Introduction

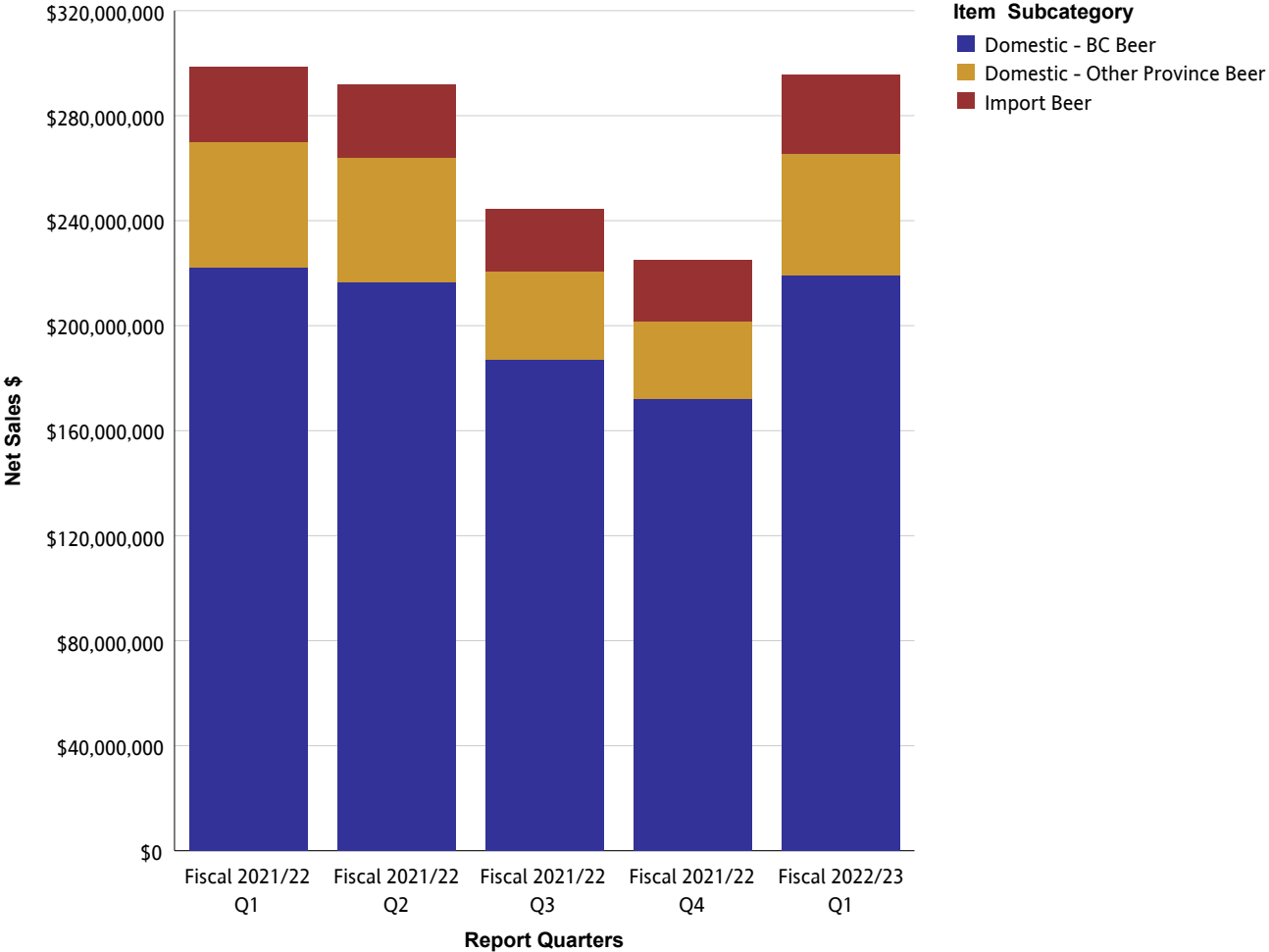
The Liquor Market Review provides provincial sales through the Wholesale channel for beer, refreshment beverages, spirits and wine. Sales are provided in net dollar value and litres. Net dollar value is based on the price paid by the customer and excludes any applicable taxes. For each reporting period, the Liquor Market Review provides summarized sales data for the current quarter and previous four quarters.

The Liquor Distribution Branch fiscal calendar begins on April 1st and ends on March 31st and is comprised of 12 periods. A period can vary in length but roughly follows a calendar month. For example, Q1 reflects Periods 1 – 3 (April, May and June).

The Liquor Distribution Branch produces the Liquor Market Review four times per year for reporting periods ending in March, June, September and December.

While every effort has been made to ensure accuracy and completeness of figures, this is not guaranteed. It is the express condition of the use of this publication that the Liquor Distribution Branch shall incur no liability.

Beer Sales (Net \$)

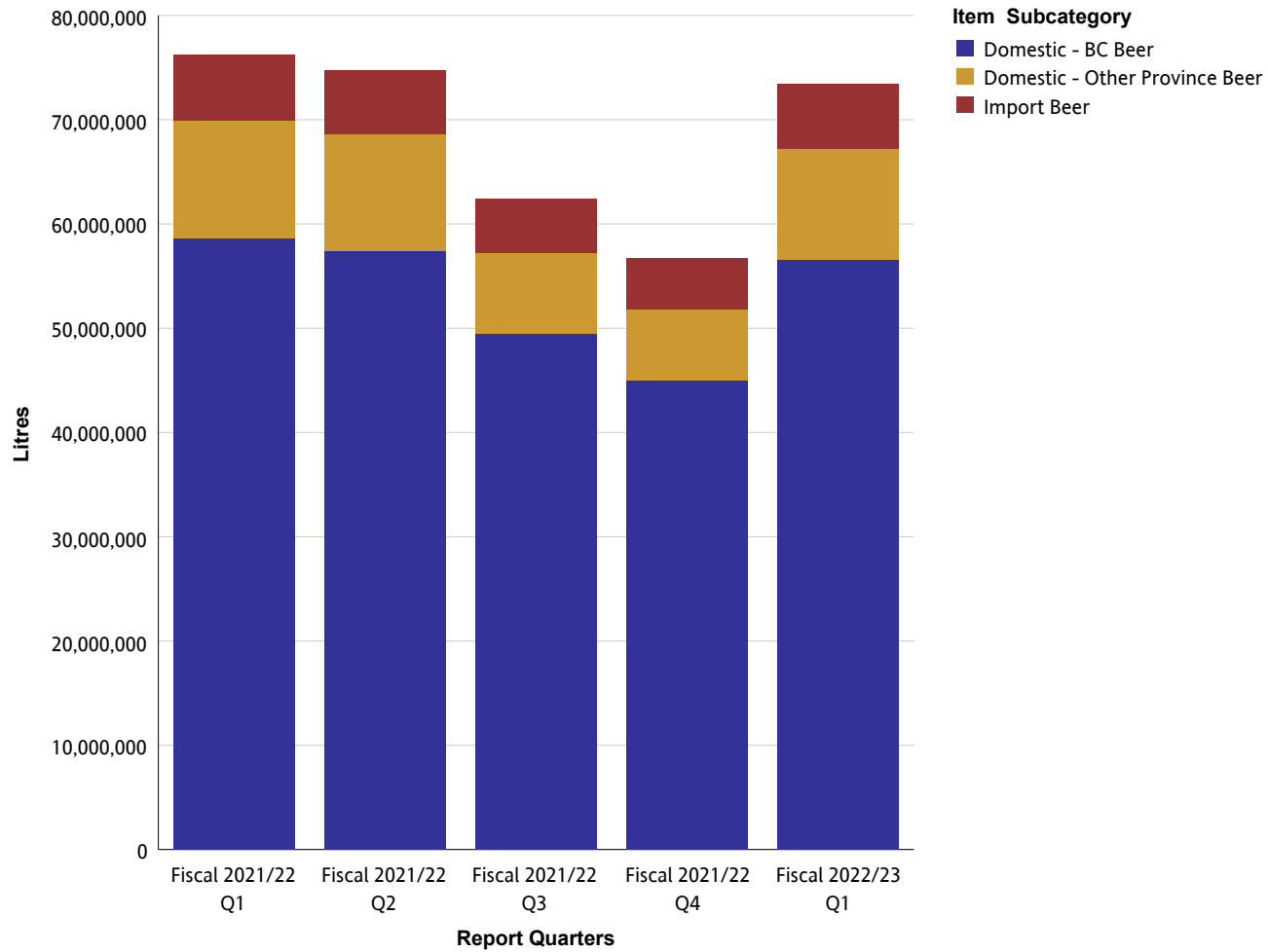


Beer Sales (Net \$)

Beer

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	\$129,414,971	\$123,665,089	\$108,630,190	\$99,931,162	\$124,642,669
	Domestic - BC Micro Brew Beer	\$41,395,426	\$43,029,928	\$34,145,945	\$32,071,126	\$42,103,560
	Domestic - BC Regional Beer	\$51,256,733	\$49,852,157	\$44,349,207	\$39,984,856	\$52,498,243
	Summary	\$222,067,130	\$216,547,173	\$187,125,341	\$171,987,144	\$219,244,472
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	\$46,994,831	\$46,494,521	\$32,639,758	\$29,080,273	\$45,377,415
	Domestic - Other Province Micro Brew Beer	\$202,738	\$197,529	\$152,018	\$100,512	\$193,207
	Domestic - Other Province Regional Beer	\$809,845	\$796,307	\$617,698	\$585,965	\$766,928
	Summary	\$48,007,414	\$47,488,358	\$33,409,474	\$29,766,751	\$46,337,549
Import Beer	Asia And South Pacific Beer	\$1,243,069	\$1,397,488	\$1,463,254	\$1,408,959	\$1,808,349
	Europe Beer	\$21,474,864	\$21,251,444	\$18,990,817	\$18,447,534	\$22,695,273
	Mexico And Caribbean Beer	\$3,689,701	\$3,548,843	\$1,892,636	\$2,131,294	\$3,534,009
	Other Country Beer	\$117,914	\$114,274	\$83,505	\$38,683	\$26,074
	USA Beer	\$2,078,953	\$1,580,486	\$1,417,490	\$1,381,088	\$1,910,206
	Summary	\$28,604,503	\$27,892,535	\$23,847,702	\$23,407,557	\$29,973,911
Summary	\$298,679,047	\$291,928,066	\$244,382,518	\$225,161,452	\$295,555,932	

Beer Sales (Litres)

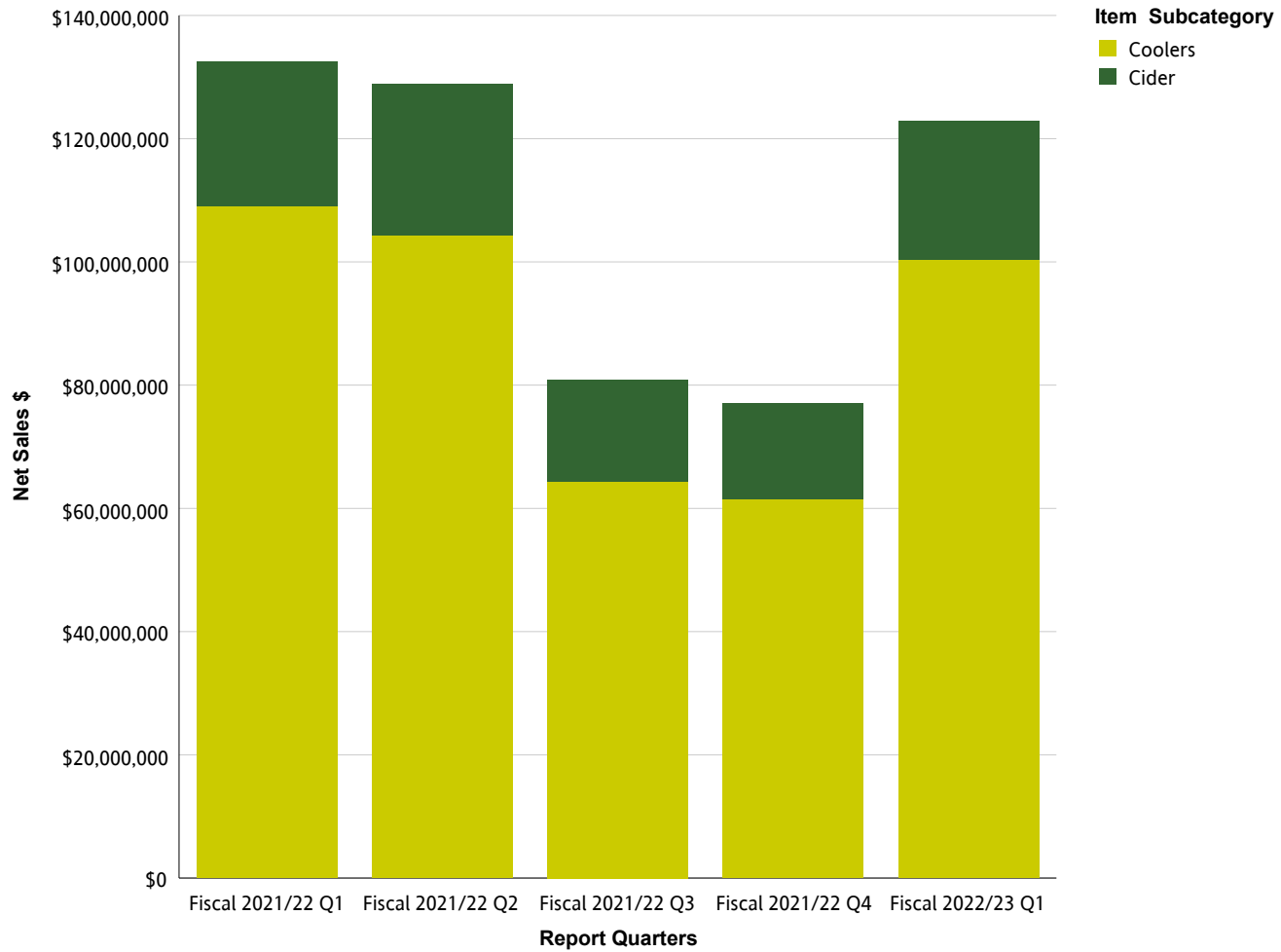


Beer Sales (Litres)

Beer

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Domestic - BC Beer	Domestic - BC Commercial Beer	36,875,706	35,266,771	30,907,380	27,944,655	34,214,712
	Domestic - BC Micro Brew Beer	8,207,821	8,836,325	6,771,472	6,482,776	8,566,303
	Domestic - BC Regional Beer	13,581,174	13,308,580	11,758,239	10,567,789	13,798,902
	Summary	58,664,701	57,411,676	49,437,092	44,995,220	56,579,917
Domestic - Other Province Beer	Domestic - Other Province Commercial Beer	11,035,881	10,962,503	7,600,035	6,678,532	10,357,363
	Domestic - Other Province Micro Brew Beer	28,223	29,757	21,985	13,202	25,509
	Domestic - Other Province Regional Beer	206,978	217,704	174,793	165,113	212,748
	Summary	11,271,082	11,209,964	7,796,813	6,856,847	10,595,620
Import Beer	Asia And South Pacific Beer	239,888	254,727	270,570	249,099	313,099
	Europe Beer	4,832,013	4,771,033	4,256,283	3,941,421	4,832,342
	Mexico And Caribbean Beer	757,252	713,914	363,156	388,696	664,559
	Other Country Beer	26,884	26,917	20,945	8,878	5,548
	USA Beer	444,376	313,244	292,848	301,161	413,674
	Summary	6,300,414	6,079,835	5,203,801	4,889,255	6,229,222
Summary		76,236,197	74,701,476	62,437,706	56,741,322	73,404,758

Refreshment Beverages Sales (Net \$)

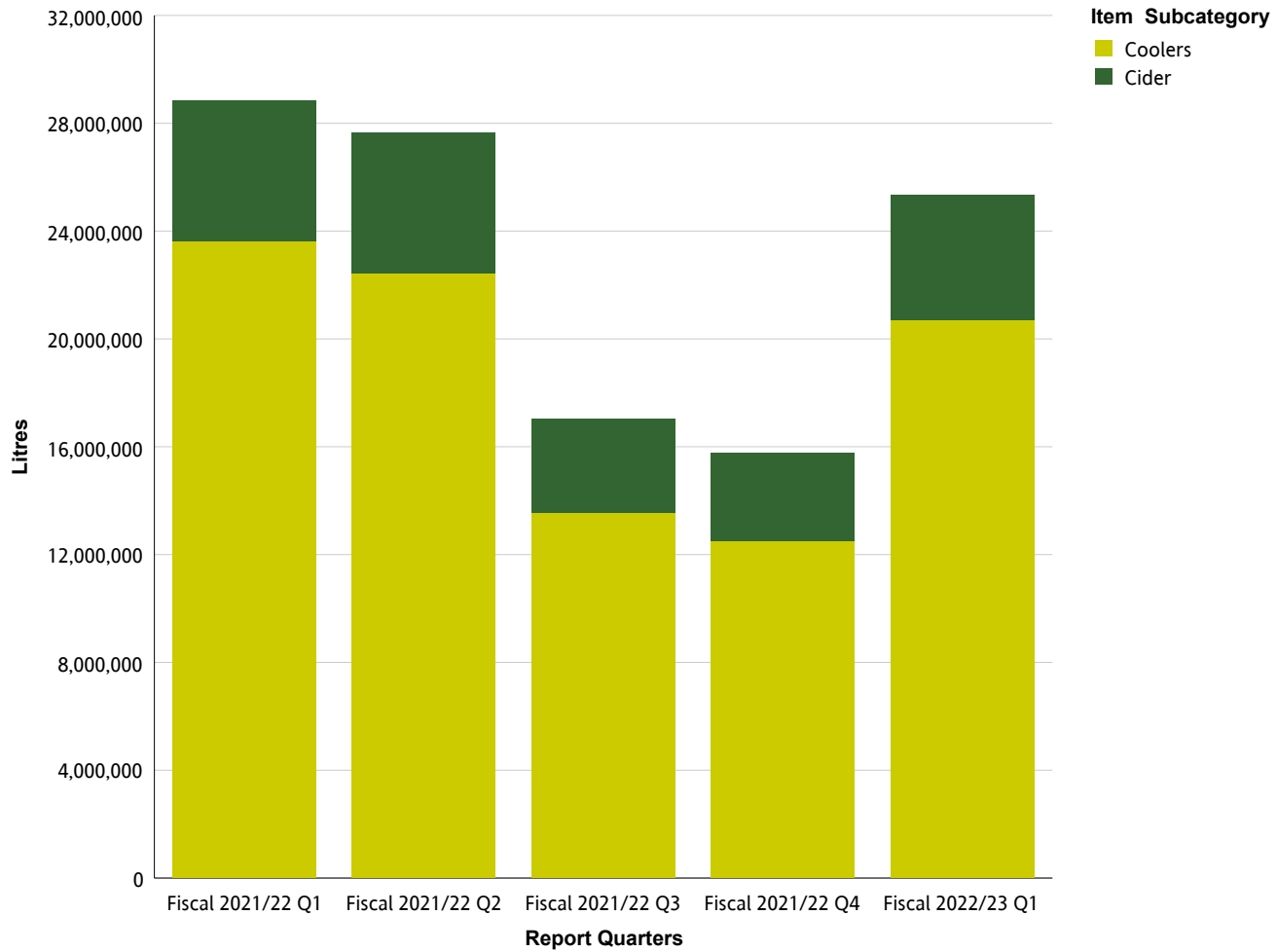


Refreshment Beverages Sales (Net \$)

Refreshment Beverages

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Cider	Domestic Cider	\$19,958,133	\$21,305,718	\$13,886,780	\$13,105,691	\$19,166,287
	Import Cider	\$3,463,889	\$3,280,722	\$2,630,838	\$2,523,172	\$3,391,183
	Summary	\$23,422,022	\$24,586,440	\$16,517,617	\$15,628,863	\$22,557,471
Coolers	Malt-Based Coolers	\$2,262,289	\$1,692,000	\$768,426	\$485,224	\$1,139,112
	Spirit Coolers	\$104,595,796	\$100,408,434	\$62,229,416	\$59,521,562	\$97,211,496
	Wine/Fruit Coolers	\$2,289,845	\$2,202,314	\$1,310,117	\$1,439,983	\$2,034,549
	Summary	\$109,147,930	\$104,302,748	\$64,307,959	\$61,446,769	\$100,385,157
Summary		\$132,569,952	\$128,889,188	\$80,825,576	\$77,075,632	\$122,942,628

Refreshment Beverages Sales (Litres)

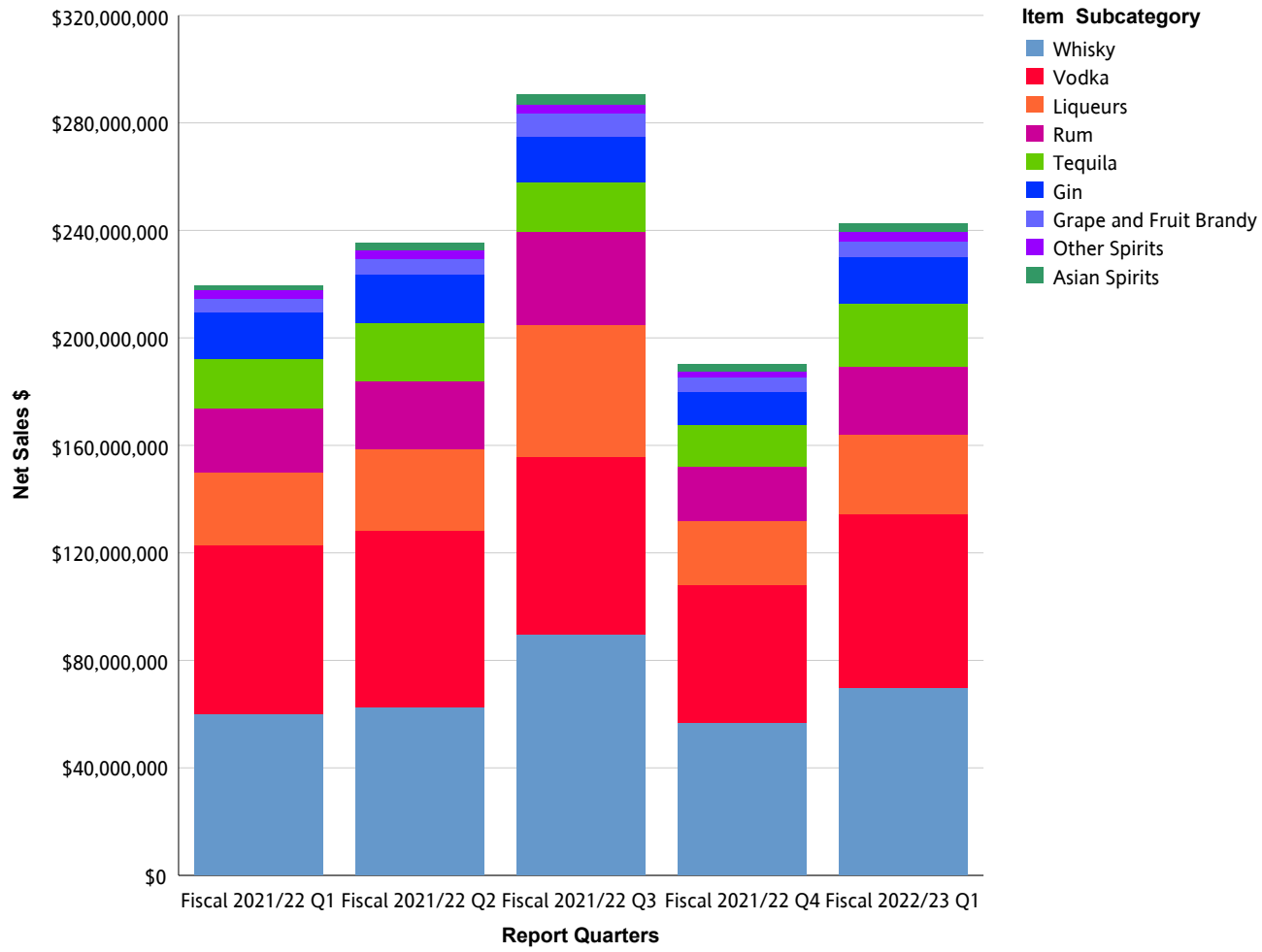


Refreshment Beverages Sales (Litres)

Refreshment Beverages

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Cider	Domestic Cider	4,457,564	4,511,542	2,912,718	2,758,261	3,930,140
	Import Cider	755,612	707,932	569,902	509,870	697,586
	Summary	5,213,176	5,219,474	3,482,620	3,268,131	4,627,726
Coolers	Malt-Based Coolers	476,866	352,961	166,856	94,618	233,473
	Spirit Coolers	22,796,328	21,742,999	13,181,739	12,193,297	20,145,987
	Wine/Fruit Coolers	365,580	341,893	188,952	212,984	311,472
	Summary	23,638,775	22,437,853	13,537,546	12,500,900	20,690,932
Summary		28,851,951	27,657,327	17,020,167	15,769,031	25,318,658

Spirits Sales (Net \$)



Spirits Sales (Net \$)

Spirits

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Asian Spirits	China Spirits	\$661,151	\$1,685,262	\$2,245,161	\$1,413,830	\$1,705,567
	Korea Spirits	\$852,624	\$1,055,474	\$1,253,054	\$1,133,764	\$1,361,164
	Other Country Asian Spirits	\$127,591	\$139,250	\$193,085	\$189,455	\$166,510
	Summary	\$1,641,367	\$2,879,986	\$3,691,300	\$2,737,050	\$3,233,242
Gin	Dry Gin	\$14,919,052	\$15,702,217	\$14,967,132	\$10,522,054	\$15,293,487
	Flavoured Gin	\$1,793,506	\$1,908,761	\$1,403,914	\$1,036,194	\$1,649,219
	Other Gin	\$404,298	\$582,414	\$759,950	\$461,375	\$509,418
	Summary	\$17,116,856	\$18,193,392	\$17,130,996	\$12,019,624	\$17,452,124
Grape and Fruit Brandy	Armagnac	\$58,093	\$40,972	\$137,728	\$129,028	\$46,629
	Brandy	\$2,314,937	\$2,182,619	\$3,562,060	\$2,366,959	\$2,431,173
	Cognac	\$2,323,231	\$2,644,713	\$4,141,475	\$2,482,239	\$2,837,134
	Eau de Vie	\$244,044	\$353,671	\$389,236	\$195,848	\$413,529
	Grappa And Marc	\$70,008	\$80,637	\$115,306	\$71,416	\$81,313
	Pisco	\$89,438	\$110,834	\$114,248	\$101,091	\$114,010
	Summary	\$5,099,751	\$5,413,446	\$8,460,054	\$5,346,581	\$5,923,789
Liqueurs	Anise And Herbal/Spice Liqueurs	\$7,672,267	\$8,118,689	\$9,846,588	\$7,633,286	\$9,314,152
	Coffee And Cocoa Liqueurs	\$1,712,578	\$1,980,431	\$3,368,811	\$1,448,185	\$1,914,489
	Cream/Dairy Liqueurs	\$8,908,719	\$10,000,766	\$24,759,311	\$6,603,003	\$8,206,750
	Fruit Liqueurs	\$5,118,824	\$6,161,291	\$5,912,292	\$4,576,713	\$6,044,759
	Nut Liqueurs	\$1,748,638	\$1,702,544	\$2,036,704	\$1,236,941	\$1,754,842
	Other Liqueurs	\$794,521	\$1,104,308	\$1,224,512	\$856,085	\$1,090,562
	Whiskey Liqueurs	\$1,225,693	\$1,465,871	\$2,173,413	\$1,382,822	\$1,521,857
	Summary	\$27,181,240	\$30,533,900	\$49,321,631	\$23,737,035	\$29,847,412
Other Spirits	Cachaca	\$51,000	\$80,022	\$20,515	\$14,264	\$65,712
	Flavoured Spirits	\$110,162	\$212,775	\$214,065	\$86,358	\$144,070
	Miscellaneous/Other Spirits	\$315,715	\$376,279	\$552,186	\$262,372	\$337,726

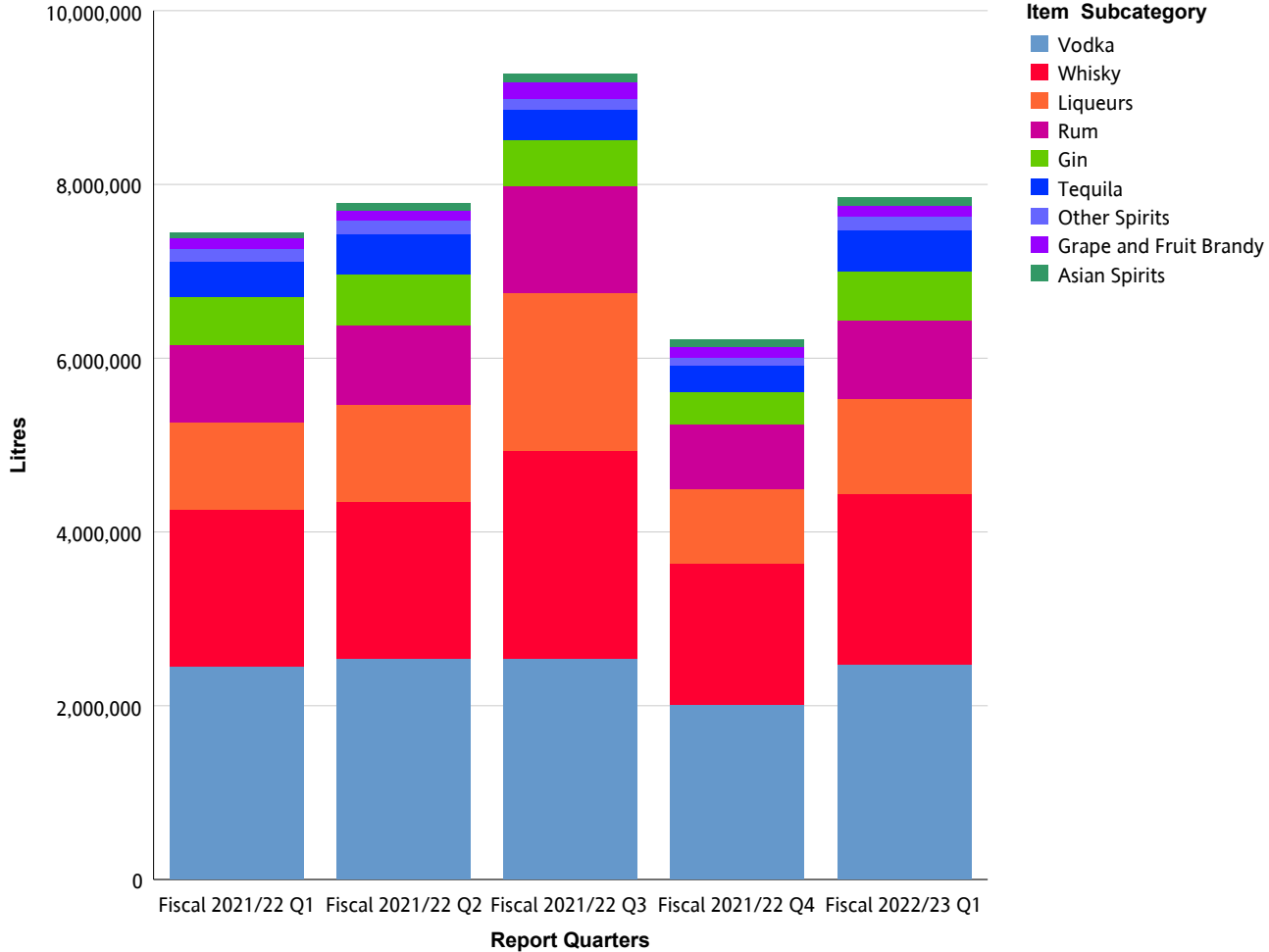
Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Other Spirits	Moonshine Spirits	\$319,804	\$483,008	\$424,527	\$269,458	\$379,629
	Ready to Mix Cocktails	\$455,998	\$596,506	\$376,071	\$421,451	\$653,454
	Ready to Serve Cocktails	\$1,742,852	\$1,559,073	\$1,840,387	\$1,195,074	\$1,769,707
	Schnapps and Akvavit	\$53,098	\$63,388	\$92,818	\$47,108	\$58,238
	Summary	\$3,048,630	\$3,371,051	\$3,520,569	\$2,296,085	\$3,408,535
Rum	Amber Rum	\$6,108,770	\$6,468,316	\$9,163,781	\$5,312,524	\$6,345,898
	Dark Rum	\$2,831,889	\$2,769,141	\$4,152,566	\$2,800,161	\$3,012,374
	Flavoured Rum	\$744,698	\$735,813	\$651,727	\$670,218	\$772,655
	Spiced Rum	\$6,923,773	\$7,507,846	\$13,088,524	\$6,163,519	\$7,655,897
	White Rum	\$7,272,574	\$7,585,779	\$7,348,025	\$5,585,375	\$7,247,963
	Summary	\$23,881,704	\$25,066,895	\$34,404,624	\$20,531,797	\$25,034,787
Tequila	Blanco/Silver Tequila	\$7,369,876	\$8,854,003	\$6,794,307	\$5,512,358	\$9,058,701
	Flavoured Tequila	\$405,139	\$481,828	\$337,738	\$304,786	\$458,135
	Gold Tequila	\$10,084,602	\$11,644,103	\$10,558,441	\$8,884,822	\$12,813,947
	Mezcal	\$703,362	\$886,359	\$867,013	\$821,324	\$1,105,069
	Summary	\$18,562,979	\$21,866,293	\$18,557,499	\$15,523,289	\$23,435,851
Vodka	Flavoured Vodka	\$6,651,406	\$6,996,319	\$6,400,285	\$4,098,357	\$6,412,874
	Straight Vodka	\$55,824,882	\$58,705,273	\$59,648,862	\$46,986,007	\$57,943,467
	Summary	\$62,476,288	\$65,701,592	\$66,049,147	\$51,084,364	\$64,356,340
Whisky	American Whiskey	\$2,423,753	\$2,400,748	\$3,507,481	\$2,388,347	\$3,149,190
	Blended Malt Scotch Whisky	\$164,997	\$250,928	\$386,557	\$209,684	\$199,919
	Blended Scotch Whisky	\$7,451,728	\$7,565,514	\$10,700,086	\$7,205,015	\$8,644,451
	Bourbon Whiskey	\$4,989,023	\$4,624,197	\$7,636,756	\$5,370,282	\$6,767,524
	Canadian Whisky	\$29,092,839	\$28,079,886	\$36,357,315	\$24,457,048	\$30,249,761
	Flavoured Whisky	\$211,138	\$517,873	\$549,273	\$280,514	\$298,305
	Irish Whiskey	\$4,359,002	\$5,228,717	\$7,256,211	\$5,802,216	\$5,304,877
	Other Country Whisky	\$1,199,551	\$1,341,233	\$2,252,362	\$1,105,928	\$1,868,102
	Single Malt Scotch Whisky	\$10,415,874	\$12,515,137	\$20,948,181	\$10,143,243	\$13,539,095

Spirits Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Whisky	Summary	\$60,307,906	\$62,524,232	\$89,594,221	\$56,962,278	\$70,021,224
Summary		\$219,316,720	\$235,550,787	\$290,730,040	\$190,238,103	\$242,713,304

Spirits Sales (Litres)



Spirits Sales (Litres)

Spirits

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Asian Spirits	China Spirits	13,005	16,673	22,233	19,890	17,646
	Korea Spirits	49,369	60,901	72,988	64,477	75,469
	Other Country Asian Spirits	2,860	3,298	4,555	3,932	3,896
	Summary	65,235	80,872	99,776	88,298	97,010
Gin	Dry Gin	490,723	512,592	474,339	339,078	495,950
	Flavoured Gin	54,285	55,796	37,742	29,038	47,804
	Other Gin	8,158	11,653	14,475	9,276	9,940
	Summary	553,166	580,042	526,556	377,392	553,694
Grape and Fruit Brandy	Armagnac	483	451	1,252	922	422
	Brandy	86,695	81,301	130,196	87,359	84,471
	Cognac	21,548	25,317	36,259	20,971	24,396
	Eau de Vie	5,796	7,398	8,316	3,739	8,727
	Grappa And Marc	1,463	1,492	2,114	1,447	1,534
	Pisco	2,421	3,045	3,118	2,600	2,887
	Summary	118,406	119,003	181,254	117,038	122,437
Liqueurs	Anise And Herbal/Spice Liqueurs	279,215	284,205	351,212	268,121	330,872
	Coffee And Cocoa Liqueurs	68,782	76,944	136,135	56,191	76,832
	Cream/Dairy Liqueurs	347,730	386,820	960,275	254,910	315,598
	Fruit Liqueurs	177,986	212,054	176,178	158,346	206,113
	Nut Liqueurs	71,732	69,096	77,337	46,218	70,664
	Other Liqueurs	25,428	34,583	39,792	26,444	36,252
	Whiskey Liqueurs	42,801	46,217	67,860	43,977	50,639
	Summary	1,013,673	1,109,920	1,808,789	854,207	1,086,969
Other Spirits	Cachaca	1,376	2,050	446	277	1,948
	Flavoured Spirits	2,200	3,987	4,502	1,763	2,902
	Miscellaneous/Other Spirits	5,789	7,083	8,971	5,271	6,252

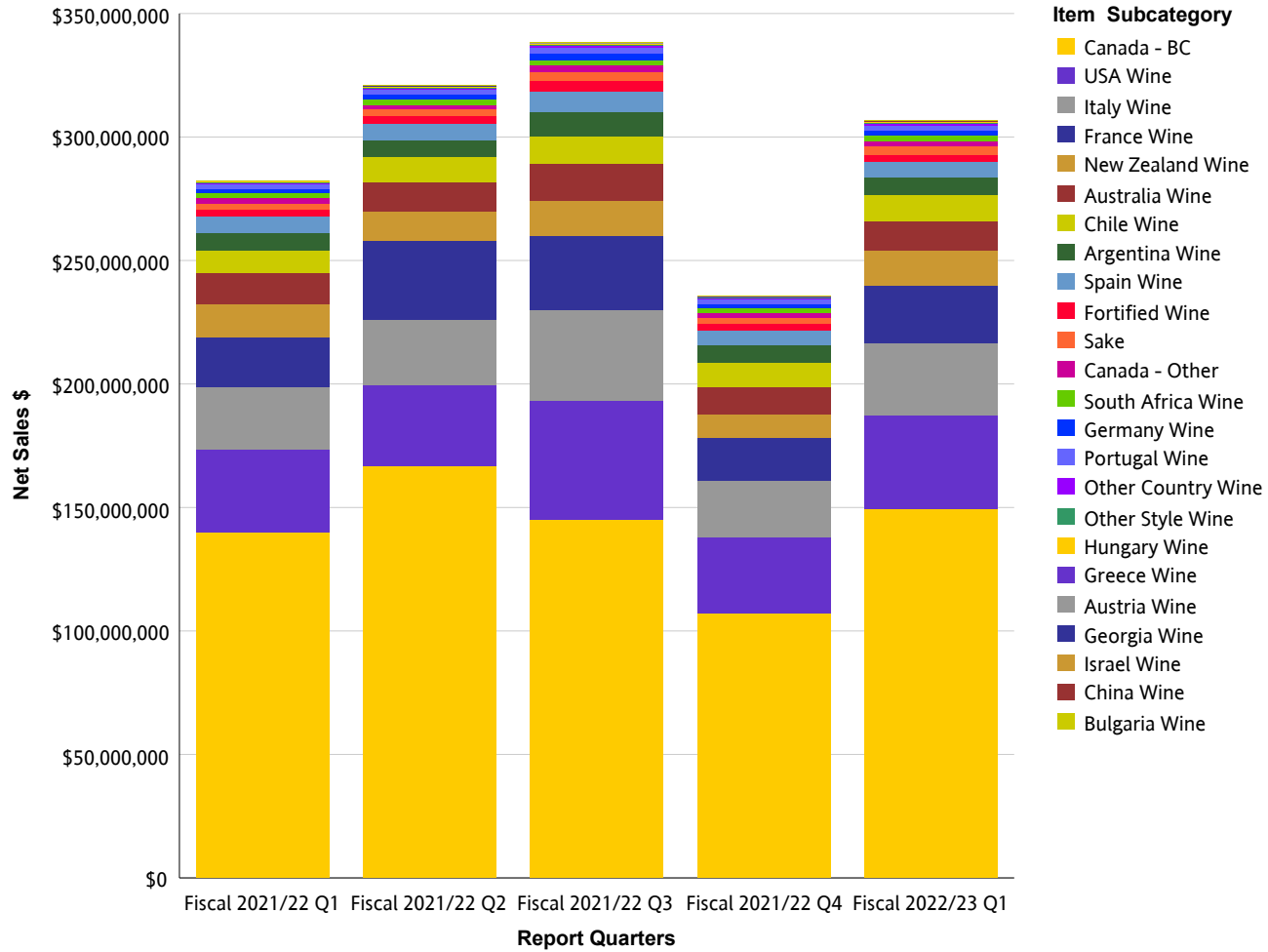
Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Other Spirits	Moonshine Spirits	7,511	12,443	9,502	6,081	8,462
	Ready to Mix Cocktails	24,498	30,827	18,154	20,852	33,281
	Ready to Serve Cocktails	110,369	96,602	80,340	56,197	97,408
	Schnapps and Akvavit	1,340	1,481	2,299	1,051	1,422
	Summary	153,083	154,471	124,214	91,491	151,675
Rum	Amber Rum	207,239	213,945	298,581	176,989	209,965
	Dark Rum	102,817	98,881	141,798	97,513	105,885
	Flavoured Rum	26,419	26,322	22,436	23,276	27,459
	Spiced Rum	241,691	261,909	464,034	213,085	263,978
	White Rum	308,724	321,835	311,819	236,902	306,071
	Summary	886,888	922,892	1,238,667	747,765	913,358
Tequila	Blanco/Silver Tequila	167,570	198,097	137,627	110,553	194,709
	Flavoured Tequila	10,753	12,040	8,417	7,600	11,026
	Gold Tequila	214,805	241,504	195,835	170,829	260,354
	Mezcal	10,364	12,688	12,647	12,512	16,272
	Summary	403,493	464,329	354,527	301,494	482,361
Vodka	Flavoured Vodka	233,385	240,532	214,760	142,229	217,745
	Straight Vodka	2,216,329	2,303,291	2,330,572	1,865,649	2,255,484
	Summary	2,449,714	2,543,824	2,545,332	2,007,877	2,473,229
Whisky	American Whiskey	66,644	66,025	86,156	60,844	80,856
	Blended Malt Scotch Whisky	2,651	3,595	5,625	3,326	3,503
	Blended Scotch Whisky	237,906	231,915	304,916	224,656	258,823
	Bourbon Whiskey	122,812	115,207	172,400	124,815	158,281
	Canadian Whisky	1,108,815	1,067,583	1,363,048	927,931	1,147,910
	Flavoured Whisky	5,990	15,668	14,420	7,536	7,680
	Irish Whiskey	113,590	138,844	187,885	153,243	138,190
	Other Country Whisky	14,761	16,656	25,893	13,078	21,819
	Single Malt Scotch Whisky	128,020	152,872	232,675	113,417	152,514

Spirits Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Whisky	Summary	1,801,190	1,808,366	2,393,020	1,628,845	1,969,576
Summary		7,444,848	7,783,718	9,272,135	6,214,407	7,850,310

Wine Sales (Net \$)



Wine Sales (Net \$)

Wine

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Argentina Wine	Argentina Red Wine	\$6,114,091	\$6,332,978	\$9,286,295	\$6,780,678	\$6,761,500
	Argentina Rose Wine	\$204,774	\$156,294	\$66,077	\$64,935	\$131,170
	Argentina Sparkling Wine	\$5,449	\$9,965	\$8,867	\$9,131	\$7,454
	Argentina White Wine	\$430,079	\$384,493	\$327,601	\$393,450	\$505,506
	Summary	\$6,754,394	\$6,883,730	\$9,688,839	\$7,248,194	\$7,405,630
Australia Wine	Australia Fruit and Dessert Wine	\$0	\$240	\$408	\$240	\$0
	Australia Red Wine	\$7,018,184	\$6,520,751	\$9,223,651	\$6,631,590	\$6,442,836
	Australia Rose Wine	\$445,785	\$331,622	\$315,682	\$288,431	\$281,181
	Australia Sparkling Wine	\$876,303	\$860,497	\$867,986	\$696,461	\$709,369
	Australia White Wine	\$4,510,065	\$4,400,355	\$4,479,717	\$3,759,593	\$4,345,052
	Summary	\$12,850,337	\$12,113,464	\$14,887,443	\$11,376,316	\$11,778,438
Austria Wine	Austria Fruit and Dessert Wine	\$149	\$0	\$0	\$0	\$9,471
	Austria Red Wine	\$50,395	\$47,090	\$42,435	\$41,709	\$59,170
	Austria Rose Wine	\$0	\$2,424	\$8,407	\$3,594	\$3,195
	Austria Sparkling Wine	\$664	\$8,033	\$4,406	\$5,119	\$2,340
	Austria White Wine	\$57,226	\$78,030	\$119,049	\$102,675	\$76,890
	Summary	\$108,435	\$135,577	\$174,298	\$153,097	\$151,066
Bulgaria Wine	Bulgaria Red Wine	\$1,774	\$2,128	\$8,623	\$994	\$0
	Bulgaria Rose Wine	\$0	\$0	\$0	\$0	\$0
	Bulgaria White Wine	\$0	\$7,177	\$2,051	\$0	\$342
	Summary	\$1,774	\$9,305	\$10,674	\$994	\$342
Canada - BC	Canada - BC Dessert Wine	\$164,483	\$429,019	\$285,304	\$108,128	\$236,501
	Canada - BC Fruit Wine	\$983,183	\$1,766,521	\$1,274,985	\$652,834	\$1,299,690
	Canada - BC Ice Wine	\$328,812	\$658,308	\$596,624	\$350,127	\$538,386
	Canada - BC Red Wine	\$60,801,578	\$75,030,426	\$76,901,507	\$53,263,862	\$65,860,427
	Canada - BC Rose Wine	\$13,192,311	\$13,065,924	\$4,921,066	\$6,063,906	\$12,512,095

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Canada - BC	Canada - BC Sparkling Wine	\$4,691,406	\$6,182,975	\$4,966,698	\$2,777,541	\$5,460,923
	Canada - BC White Wine	\$59,586,715	\$69,401,180	\$56,261,316	\$44,088,602	\$63,469,789
	Summary	\$139,748,489	\$166,534,354	\$145,207,500	\$107,304,998	\$149,377,812
Canada - Other	Canada - Other Dessert Wine	\$10,476	\$11,292	\$7,400	\$788	\$11,309
	Canada - Other Fruit Wine	\$257	\$1,982	\$6,039	\$6,802	\$3,866
	Canada - Other Ice Wine	\$86,202	\$102,963	\$254,962	\$137,111	\$291,403
	Canada - Other Red Wine	\$835,904	\$592,948	\$835,442	\$712,201	\$684,788
	Canada - Other Rose Wine	\$55,012	\$76,424	\$32,057	\$57,741	\$83,005
	Canada - Other Sparkling Wine	\$444,723	\$466,142	\$775,563	\$337,807	\$358,242
	Canada - Other White Wine	\$766,265	\$670,949	\$760,679	\$760,690	\$766,524
	Summary	\$2,198,839	\$1,922,700	\$2,672,142	\$2,013,139	\$2,199,138
Chile Wine	Chile Fruit and Dessert Wine	\$958	\$798	\$958	\$2,075	\$1,437
	Chile Red Wine	\$5,799,485	\$5,986,662	\$7,830,279	\$6,431,524	\$6,593,605
	Chile Rose Wine	\$486,124	\$643,414	\$247,696	\$313,488	\$587,787
	Chile Sparkling Wine	\$90,299	\$90,287	\$119,748	\$78,018	\$62,198
	Chile White Wine	\$2,907,791	\$3,324,292	\$2,987,876	\$2,671,162	\$3,256,782
	Summary	\$9,284,657	\$10,045,454	\$11,186,557	\$9,496,267	\$10,501,810
China Wine	China Fruit and Dessert Wine	\$0	\$0	\$0	\$26,151	\$6,282
	China Red Wine	\$0	\$0	\$0	\$21,953	\$39,725
	China White Wine	\$0	\$0	\$0	\$1,518	\$11,921
	Summary	\$0	\$0	\$0	\$49,622	\$57,928
Fortified Wine	Other Fortified Domestic Wine	\$780,280	\$1,164,383	\$913,720	\$560,492	\$825,856
	Other Fortified Import Wine	\$386,163	\$372,745	\$518,566	\$324,540	\$404,001
	Port Wine	\$492,589	\$555,361	\$1,505,927	\$625,759	\$605,979
	Sherry Wine	\$296,996	\$260,836	\$583,840	\$295,734	\$307,235
	Vermouth Wine	\$777,259	\$715,148	\$928,359	\$677,298	\$777,897
	Summary	\$2,733,288	\$3,068,473	\$4,450,411	\$2,483,823	\$2,920,967
France Wine	France Champagne Wine	\$4,223,603	\$6,030,878	\$9,849,125	\$2,409,552	\$5,658,784

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
France Wine	France Fruit and Dessert Wine	\$7,867	\$57,693	\$29,193	\$43,198	\$19,856
	France Red Wine	\$6,924,516	\$14,822,411	\$11,506,236	\$8,478,278	\$7,539,934
	France Rose Wine	\$4,517,266	\$4,865,339	\$1,980,935	\$2,095,105	\$4,288,313
	France Sparkling Wine	\$752,877	\$931,803	\$1,472,529	\$651,299	\$835,287
	France White Wine	\$3,708,027	\$5,407,390	\$4,916,861	\$3,947,073	\$4,667,878
	Summary	\$20,134,155	\$32,115,514	\$29,754,880	\$17,624,505	\$23,010,052
Georgia Wine	Georgia Red Wine	\$56,840	\$45,564	\$84,577	\$60,522	\$46,378
	Georgia White Wine	\$736	\$0	\$5,426	\$2,821	\$7,528
	Summary	\$57,576	\$45,564	\$90,003	\$63,343	\$53,906
Germany Wine	Germany Fruit and Dessert Wine	\$0	\$3,198	\$0	\$0	\$0
	Germany Red Wine	\$55,550	\$41,544	\$53,607	\$58,524	\$51,011
	Germany Rose Wine	\$15,821	\$10,108	\$6,140	\$12,762	\$5,213
	Germany Sparkling Wine	\$446,104	\$786,901	\$1,403,663	\$535,490	\$863,969
	Germany White Wine	\$1,020,682	\$1,063,640	\$1,329,089	\$1,028,478	\$1,040,966
	Summary	\$1,538,157	\$1,905,390	\$2,792,499	\$1,635,254	\$1,961,159
Greece Wine	Greece Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$350
	Greece Red Wine	\$51,874	\$84,334	\$98,976	\$94,587	\$75,396
	Greece Rose Wine	\$235	\$0	\$6,637	\$8,988	\$11,219
	Greece Sparkling Wine	\$0	\$0	\$5,142	\$114	\$0
	Greece White Wine	\$67,572	\$92,244	\$126,118	\$81,042	\$78,432
	Summary	\$119,682	\$176,578	\$236,872	\$184,732	\$165,398
Hungary Wine	Hungary Fruit and Dessert Wine	\$14,223	\$19,408	\$29,745	\$23,324	\$16,528
	Hungary Red Wine	\$26,535	\$21,227	\$33,228	\$21,734	\$29,545
	Hungary Rose Wine	\$980	\$251	\$0	\$0	\$0
	Hungary Sparkling Wine	\$65,539	\$115,879	\$138,507	\$22,786	\$137,438
	Hungary White Wine	\$133,522	\$129,691	\$115,893	\$124,330	\$121,421
	Summary	\$240,798	\$286,456	\$317,373	\$192,174	\$304,933
Israel Wine	Israel Red Wine	\$38,192	\$31,828	\$31,951	\$39,240	\$43,518

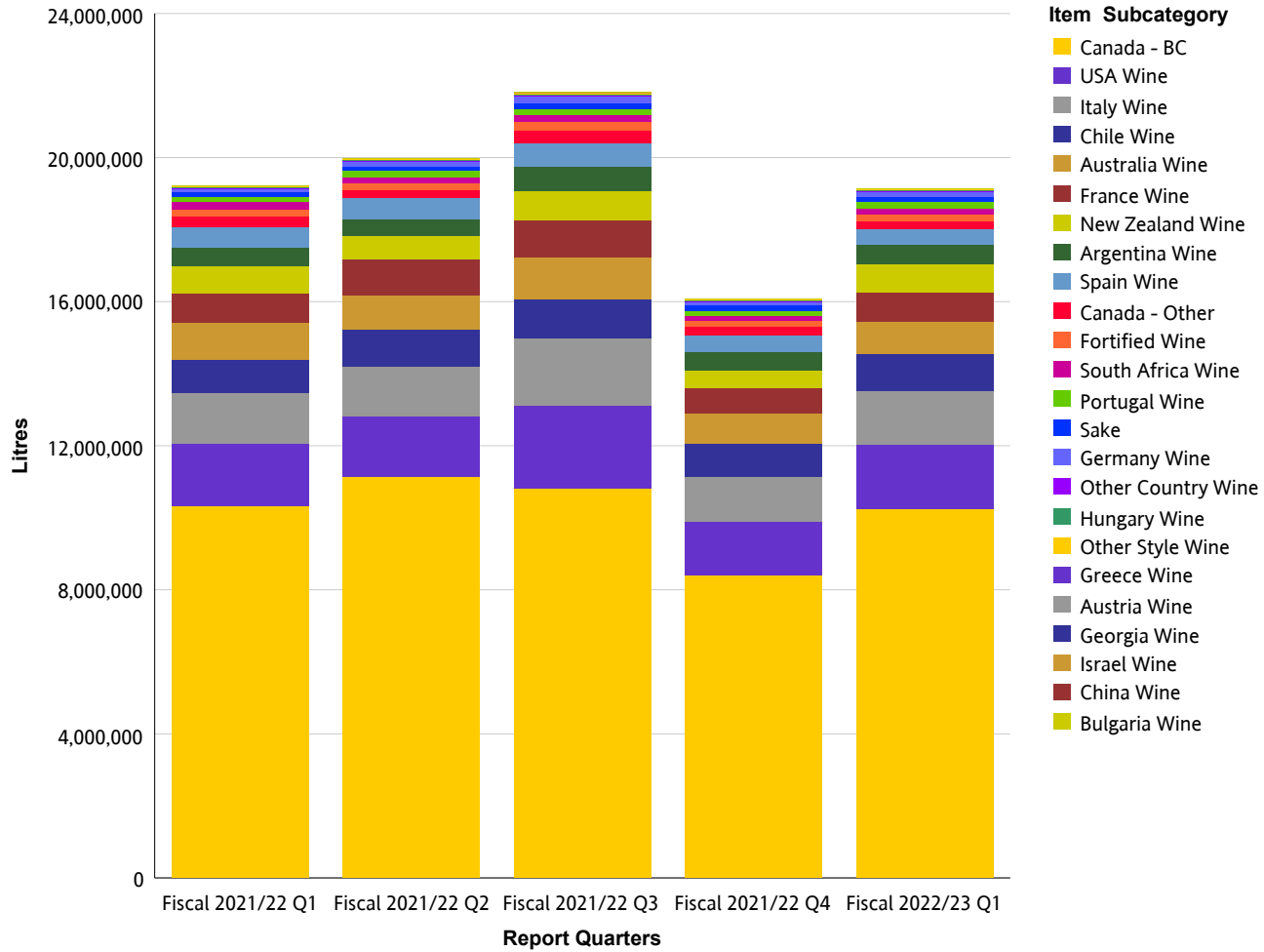
Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Israel Wine	Israel Rose Wine	\$3,503	\$4,299	\$3,344	\$1,592	\$148
	Israel White Wine	\$9,889	\$14,922	\$16,415	\$15,774	\$9,852
	Summary	\$51,584	\$51,050	\$51,710	\$56,606	\$53,518
Italy Wine	Italy Fruit and Dessert Wine	\$11,714	\$13,758	\$13,036	\$6,010	\$18,110
	Italy Red Wine	\$10,866,677	\$11,891,142	\$18,245,459	\$11,873,778	\$13,403,151
	Italy Rose Wine	\$315,918	\$316,482	\$192,966	\$187,099	\$396,159
	Italy Sparkling Wine	\$2,731,539	\$2,793,428	\$3,444,729	\$2,003,173	\$2,807,443
	Italy White Wine	\$5,222,809	\$5,249,166	\$5,592,620	\$4,786,391	\$6,003,936
	Prosecco Wine	\$5,838,746	\$5,993,480	\$9,484,942	\$4,063,520	\$6,770,674
	Summary	\$24,987,403	\$26,257,456	\$36,973,752	\$22,919,971	\$29,399,474
New Zealand Wine	New Zealand Fruit and Dessert Wine	\$0	\$0	\$0	\$0	\$0
	New Zealand Red Wine	\$523,932	\$708,334	\$967,894	\$628,930	\$782,083
	New Zealand Rose Wine	\$777,305	\$484,922	\$370,355	\$309,656	\$708,271
	New Zealand Sparkling Wine	\$97,499	\$64,757	\$195,272	\$50,038	\$110,694
	New Zealand White Wine	\$11,955,763	\$10,369,043	\$12,970,305	\$8,254,502	\$12,949,499
	Summary	\$13,354,499	\$11,627,056	\$14,503,826	\$9,243,125	\$14,550,547
Other Country Wine	Other Country Fruit and Dessert Wine	\$392,393	\$414,923	\$505,937	\$491,576	\$437,468
	Other Country Red Wine	\$127,922	\$171,442	\$233,089	\$138,197	\$185,064
	Other Country Rose Wine	\$6,893	\$7,374	\$16,382	\$5,123	\$19,587
	Other Country Sparkling Wine	\$7,800	\$16,460	\$55,002	\$10,046	\$17,773
	Other Country White Wine	\$50,973	\$36,140	\$73,613	\$48,882	\$58,196
	Summary	\$585,981	\$646,338	\$884,024	\$693,824	\$718,088
Other Style Wine	Aperitif And Flavoured Wine	\$161,290	\$117,061	\$180,665	\$133,956	\$103,286
	Mead	\$113,161	\$183,622	\$90,246	\$49,424	\$154,687
	Rice Wine	\$65,664	\$56,143	\$108,810	\$99,570	\$69,387
	Summary	\$340,115	\$356,827	\$379,721	\$282,950	\$327,360
Portugal Wine	Portugal Fruit and Dessert Wine	\$4,131	\$5,215	\$79,975	\$19,252	\$10,506
	Portugal Red Wine	\$925,526	\$1,043,797	\$1,359,605	\$1,064,910	\$1,189,560

Wine Sales (Net \$)

Net Sales \$		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Portugal Wine	Portugal Rose Wine	\$274,459	\$256,632	\$169,831	\$169,802	\$218,555
	Portugal Sparkling Wine	\$8,450	\$12,580	\$12,335	\$6,599	\$5,376
	Portugal White Wine	\$633,842	\$646,541	\$408,276	\$441,242	\$724,244
	Summary	\$1,846,407	\$1,964,764	\$2,030,022	\$1,701,805	\$2,148,241
Sake	Japan Sake	\$1,610,470	\$1,867,091	\$2,573,600	\$1,932,075	\$2,510,194
	Other Country Sake	\$83,479	\$77,640	\$64,155	\$52,806	\$72,010
	USA Sake	\$603,235	\$645,349	\$823,955	\$763,237	\$758,017
	Summary	\$2,297,184	\$2,590,081	\$3,461,711	\$2,748,117	\$3,340,221
South Africa Wine	South Africa Fruit and Dessert Wine	\$0	\$0	\$0	\$11,558	\$0
	South Africa Red Wine	\$1,139,683	\$1,024,488	\$1,289,468	\$907,775	\$989,847
	South Africa Rose Wine	\$94,504	\$110,806	\$40,802	\$44,918	\$119,208
	South Africa Sparkling Wine	\$5,597	\$6,074	\$5,340	\$9,006	\$2,462
	South Africa White Wine	\$1,041,338	\$1,004,152	\$861,411	\$849,550	\$1,088,149
	Summary	\$2,281,122	\$2,145,520	\$2,197,021	\$1,822,806	\$2,199,666
Spain Wine	Spain Fruit and Dessert Wine	\$9,179	\$17,543	\$11,884	\$20,060	\$14,579
	Spain Red Wine	\$4,666,716	\$4,258,980	\$5,530,548	\$4,336,035	\$3,995,770
	Spain Rose Wine	\$407,345	\$366,353	\$225,566	\$191,567	\$262,237
	Spain Sparkling Wine	\$1,087,464	\$1,302,722	\$2,014,349	\$933,445	\$1,217,312
	Spain White Wine	\$667,695	\$756,843	\$660,957	\$452,201	\$558,783
	Summary	\$6,838,398	\$6,702,442	\$8,443,304	\$5,933,308	\$6,048,681
USA Wine	USA Fruit and Dessert Wine	\$771	\$812	\$418	\$276	\$276
	USA Red Wine	\$25,016,692	\$24,564,766	\$38,918,633	\$23,962,111	\$28,935,427
	USA Rose Wine	\$1,807,846	\$1,656,855	\$1,126,675	\$990,854	\$1,319,739
	USA Sparkling Wine	\$333,185	\$316,176	\$442,304	\$182,550	\$228,336
	USA White Wine	\$6,820,735	\$6,636,152	\$7,354,183	\$5,414,911	\$7,362,968
	Summary	\$33,979,229	\$33,174,762	\$47,842,214	\$30,550,701	\$37,846,747
Summary		\$282,332,502	\$320,758,854	\$338,236,797	\$235,779,671	\$306,521,119

Wine Sales (Litres)



Wine Sales (Litres)

Wine

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Argentina Wine	Argentina Red Wine	439,011	437,438	661,493	472,341	479,083
	Argentina Rose Wine	21,460	13,399	5,204	5,080	10,352
	Argentina Sparkling Wine	270	576	576	576	504
	Argentina White Wine	37,074	28,849	25,045	34,098	46,221
	Summary	497,816	480,262	692,318	512,095	536,160
Australia Wine	Australia Fruit and Dessert Wine	0	6	12	6	0
	Australia Red Wine	488,984	454,549	645,136	446,949	432,423
	Australia Rose Wine	35,469	26,638	28,590	23,654	23,524
	Australia Sparkling Wine	64,548	63,240	68,796	50,156	48,170
	Australia White Wine	419,735	411,630	422,221	336,564	388,483
	Summary	1,008,736	956,064	1,164,755	857,329	892,600
Austria Wine	Austria Fruit and Dessert Wine	2	0	0	0	171
	Austria Red Wine	1,646	1,359	1,300	1,224	1,723
	Austria Rose Wine	0	72	234	112	90
	Austria Sparkling Wine	27	288	130	130	68
	Austria White Wine	1,808	2,434	3,780	3,341	2,488
	Summary	3,482	4,154	5,445	4,808	4,540
Bulgaria Wine	Bulgaria Red Wine	90	108	621	72	0
	Bulgaria Rose Wine	0	0	0	0	0
	Bulgaria White Wine	0	189	54	0	9
	Summary	90	297	675	72	9
Canada - BC	Canada - BC Dessert Wine	3,855	9,607	6,174	2,471	5,163
	Canada - BC Fruit Wine	48,723	82,835	60,488	32,565	67,747
	Canada - BC Ice Wine	3,766	6,496	6,144	3,357	4,679
	Canada - BC Red Wine	4,214,141	4,562,548	5,274,022	3,875,312	4,252,492
	Canada - BC Rose Wine	775,335	762,315	359,650	381,925	707,055

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Canada - BC	Canada - BC Sparkling Wine	190,483	247,056	196,169	108,111	212,224
	Canada - BC White Wine	5,081,278	5,480,439	4,917,648	3,987,150	5,007,929
	Summary	10,317,582	11,151,297	10,820,295	8,390,892	10,257,290
Canada - Other	Canada - Other Dessert Wine	88	94	103	16	136
	Canada - Other Fruit Wine	38	296	532	543	428
	Canada - Other Ice Wine	1,059	1,277	3,387	1,784	3,661
	Canada - Other Red Wine	119,782	73,314	117,148	93,536	90,992
	Canada - Other Rose Wine	7,992	11,128	3,069	5,714	11,522
	Canada - Other Sparkling Wine	64,172	65,943	115,160	48,338	47,227
	Canada - Other White Wine	100,996	80,051	91,196	89,447	88,635
	Summary	294,127	232,102	330,596	239,378	242,602
Chile Wine	Chile Fruit and Dessert Wine	27	22	27	58	40
	Chile Red Wine	559,597	580,612	743,681	603,394	634,448
	Chile Rose Wine	58,241	78,449	29,235	37,362	65,875
	Chile Sparkling Wine	5,612	5,287	6,698	4,605	3,896
	Chile White Wine	302,568	353,898	314,096	274,004	324,140
	Summary	926,044	1,018,269	1,093,737	919,423	1,028,399
China Wine	China Fruit and Dessert Wine	0	0	0	777	236
	China Red Wine	0	0	0	225	418
	China White Wine	0	0	0	45	342
	Summary	0	0	0	1,047	996
Fortified Wine	Other Fortified Domestic Wine	65,530	69,789	70,945	53,302	62,143
	Other Fortified Import Wine	24,499	21,656	28,647	18,601	23,849
	Port Wine	15,911	16,912	43,028	18,620	18,641
	Sherry Wine	15,152	12,981	29,462	14,015	14,500
	Vermouth Wine	63,636	55,682	76,635	56,016	59,260
	Summary	184,728	177,020	248,716	160,554	178,393
France Wine	France Champagne Wine	44,532	65,316	106,692	23,622	52,618

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
France Wine	France Fruit and Dessert Wine	211	292	570	680	307
	France Red Wine	333,766	401,344	504,166	358,052	317,465
	France Rose Wine	257,696	283,766	126,459	121,269	231,674
	France Sparkling Wine	42,450	49,003	79,068	34,073	42,438
	France White Wine	157,875	199,502	196,275	160,031	179,076
	Summary	836,531	999,222	1,013,230	697,728	823,577
Georgia Wine	Georgia Red Wine	3,087	2,502	4,401	3,195	2,285
	Georgia White Wine	27	0	112	58	304
	Summary	3,114	2,502	4,514	3,254	2,590
Germany Wine	Germany Fruit and Dessert Wine	0	2	0	0	0
	Germany Red Wine	1,971	1,673	1,886	2,362	2,177
	Germany Rose Wine	742	531	189	497	236
	Germany Sparkling Wine	27,808	48,172	91,580	30,666	53,952
	Germany White Wine	65,025	67,634	88,233	62,797	65,216
	Summary	95,547	118,012	181,888	96,322	121,580
Greece Wine	Greece Fruit and Dessert Wine	0	0	0	0	18
	Greece Red Wine	3,804	5,904	5,739	6,036	4,498
	Greece Rose Wine	14	0	262	456	518
	Greece Sparkling Wine	0	0	117	4	0
	Greece White Wine	5,480	7,136	7,269	5,163	3,964
	Summary	9,298	13,040	13,388	11,659	8,998
Hungary Wine	Hungary Fruit and Dessert Wine	242	398	620	278	326
	Hungary Red Wine	2,068	1,485	2,538	1,548	2,268
	Hungary Rose Wine	72	18	0	0	0
	Hungary Sparkling Wine	5,166	8,955	11,456	1,604	9,888
	Hungary White Wine	11,948	12,086	10,406	11,536	8,698
	Summary	19,495	22,941	25,018	14,966	21,181
Israel Wine	Israel Red Wine	1,809	1,484	1,512	1,809	2,034

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Israel Wine	Israel Rose Wine	198	243	189	90	9
	Israel White Wine	477	720	792	760	477
	Summary	2,484	2,447	2,493	2,660	2,520
Italy Wine	Italy Fruit and Dessert Wine	114	144	156	71	174
	Italy Red Wine	546,498	535,404	789,242	570,610	578,895
	Italy Rose Wine	18,143	17,199	9,811	9,974	19,563
	Italy Sparkling Wine	150,612	158,422	181,398	109,048	149,394
	Italy White Wine	387,423	365,696	391,471	336,030	397,337
	Prosecco Wine	306,403	308,703	495,905	201,943	344,918
	Summary	1,409,192	1,385,568	1,867,984	1,227,676	1,490,281
New Zealand Wine	New Zealand Fruit and Dessert Wine	0	0	0	0	0
	New Zealand Red Wine	23,750	31,524	45,273	25,289	34,280
	New Zealand Rose Wine	45,089	28,829	20,161	17,508	38,989
	New Zealand Sparkling Wine	4,748	3,087	9,980	2,222	5,336
	New Zealand White Wine	671,343	577,080	738,156	445,451	693,715
	Summary	744,930	640,520	813,570	490,470	772,319
Other Country Wine	Other Country Fruit and Dessert Wine	21,211	22,176	25,280	24,438	21,943
	Other Country Red Wine	5,917	9,521	10,058	7,184	8,500
	Other Country Rose Wine	306	332	356	176	1,174
	Other Country Sparkling Wine	248	450	1,261	261	439
	Other Country White Wine	1,984	1,532	2,518	1,792	2,624
	Summary	29,667	34,012	39,473	33,850	34,678
Other Style Wine	Aperitif And Flavoured Wine	10,558	6,121	10,532	7,275	6,312
	Mead	5,153	8,019	3,909	2,169	6,071
	Rice Wine	5,185	4,688	8,616	7,503	6,726
	Summary	20,896	18,828	23,057	16,948	19,109
Portugal Wine	Portugal Fruit and Dessert Wine	104	94	1,720	240	248
	Portugal Red Wine	79,241	87,169	112,852	87,438	99,646

Wine Sales (Litres)

Litres		Fiscal 2021/22 Q1	Fiscal 2021/22 Q2	Fiscal 2021/22 Q3	Fiscal 2021/22 Q4	Fiscal 2022/23 Q1
Portugal Wine	Portugal Rose Wine	28,760	28,306	18,995	15,653	20,837
	Portugal Sparkling Wine	375	538	560	288	256
	Portugal White Wine	52,401	52,847	30,816	33,330	56,638
	Summary	160,882	168,955	164,943	136,950	177,625
Sake	Japan Sake	49,398	55,000	69,489	58,407	65,927
	Other Country Sake	4,392	4,121	3,294	2,378	3,159
	USA Sake	61,552	70,970	88,968	82,605	81,855
	Summary	115,343	130,090	161,751	143,390	150,941
South Africa Wine	South Africa Fruit and Dessert Wine	0	0	0	75	0
	South Africa Red Wine	97,877	74,742	99,458	68,498	74,704
	South Africa Rose Wine	6,768	10,252	3,986	3,595	9,913
	South Africa Sparkling Wine	256	274	256	526	108
	South Africa White Wine	99,262	90,180	79,715	75,318	90,205
	Summary	204,163	175,448	183,415	148,013	174,930
Spain Wine	Spain Fruit and Dessert Wine	329	763	457	850	528
	Spain Red Wine	403,298	369,328	432,996	337,890	289,899
	Spain Rose Wine	54,358	49,795	28,228	24,184	24,842
	Spain Sparkling Wine	66,892	80,191	125,572	57,323	70,782
	Spain White Wine	69,019	81,991	67,505	38,903	39,715
	Summary	593,897	582,068	654,757	459,151	425,766
USA Wine	USA Fruit and Dessert Wine	32	36	19	12	12
	USA Red Wine	1,138,069	1,112,988	1,721,863	1,083,021	1,230,952
	USA Rose Wine	152,767	137,256	113,462	94,122	109,676
	USA Sparkling Wine	15,100	12,631	17,263	8,032	9,656
	USA White Wine	439,909	402,900	445,271	325,956	423,028
	Summary	1,745,876	1,665,812	2,297,878	1,511,143	1,773,325
Summary		19,223,920	19,978,929	21,803,893	16,079,777	19,140,409

GLOSSARY AND EXPLANATORY NOTES

Domestic Beer – the domestic beer classification is defined as follows:

Commercial Beer – Breweries with Annual Production over 350,000HL

Regional Beer – Breweries with Annual Production over 15,000HL and up to 350,000HL

Micro Brew Beer – Breweries with Annual Production up to 15,000HL

Negative Sales

Occasionally, negative sales are reported. This is usually due to adjustments or product returns.